LEGACY ENTREPRENEURS

2026 Roofing Business Sales Report

Market Data, 2025 Transactions, and Buyer Insights for Roofing Owners

A plain-English look at what roofing businesses are selling for, who is buying them, and what that means if you're thinking about your own exit.

286 TRANSACTIONS ANALYZED | 2025 MARKET DATA | BUYER LANDSCAPE INCLUDED

Ready to explore your options?

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The market is active — but buyers still pay for quality

Here's what the data tells us across 286 roofing business transactions. These are the most important things a roofing owner should take away before reading the rest of this report.

The roofing M&A market is active

Roofing businesses are changing hands regularly. Buyer interest is real — from individuals to private equity — and deal volume is solid heading into 2026.

Most deals involve smaller companies

The median sale price across all transactions is around $540K. Most roofing companies that sell are under $5M in revenue. That's not a red flag — it's just the market reality.

Bigger usually means better multiples

As revenue grows, valuations tend to improve. Companies over $10M can attract 3.5x SDE or more. Smaller companies average closer to 2.2x. Scale matters to buyers.

Profit matters more than top-line revenue

Buyers are buying your earnings, not your sales number. A $2M company with 30% margins will often sell for more than a $3M company scraping by at 8%.

Different buyers show up at different sizes

Individuals and small strategics buy smaller companies. Private equity and institutional buyers look at larger ones. Knowing your buyer pool shapes your prep strategy.

Owners who prepare early usually have better options

Sellability isn't automatic. Clean books, a team that runs without you, and a documented customer base all move the needle — and take time to build.

Most roofing deals are still small to mid-sized businesses

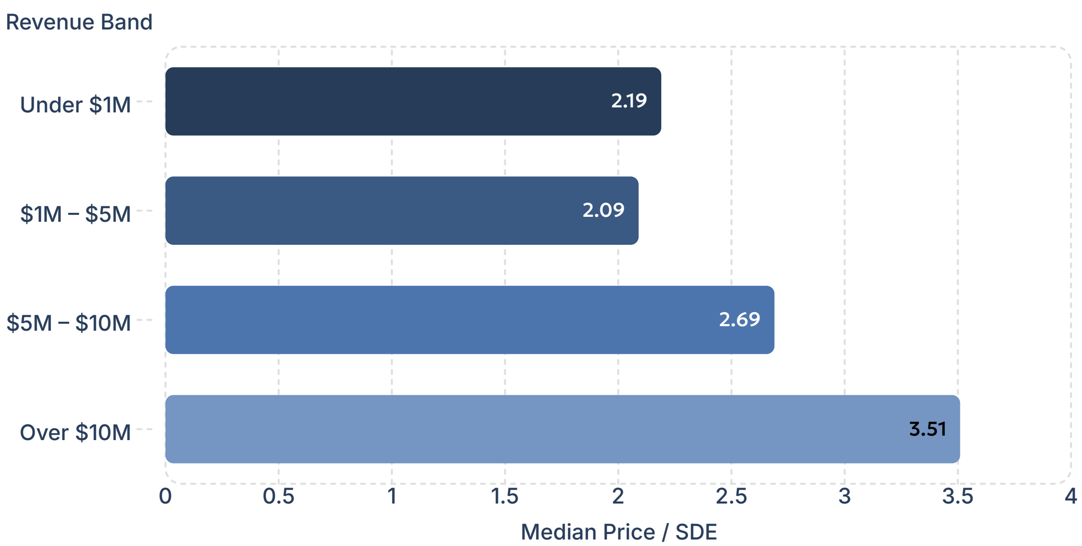
This snapshot draws from 286 roofing business transactions across multiple years. Use these numbers as your market baseline.

286	**$1.19M**
Total Transactions	**Median Revenue**
Deals analyzed across the industry dataset	Most transactions involve smaller roofing businesses
$254K	**$540K**
Median SDE	**Median Sale Price**
Seller's discretionary earnings at the median deal	What a typical roofing business sold for
2.2x	**0.47x**
Median Price / SDE	**Median Price / Revenue**
Earnings multiple across all transactions	Revenue multiple across all transactions

What this means for owners: If your roofing business generates $250K–$350K in annual owner earnings, the data suggests a sale price in the $500K–$750K range is realistic — depending on size, profitability, and how well you've prepared. Revenue alone doesn't tell the full story.

Bigger roofing businesses usually attract stronger valuations

Size is one of the most consistent drivers of value in this data. Here's how median multiples stack up across revenue bands — based on the full industry dataset.



Three things to notice

- The jump from the $5M–$10M range to the $10M+ range is significant — multiples increase by nearly a full turn of earnings.
- The $1M–$5M range shows a slight dip compared to under $1M, likely because smaller deals sometimes attract motivated individual buyers willing to pay a premium.
- Larger companies attract more institutional buyers who have more capital, move faster, and can pay more — which pushes prices up.

Revenue Band	Deals (Full Dataset)	Median Sale Price	Median Price / SDE	Median Price / Revenue
Under $1M	~Large sample	$326K	2.19x	0.53x
$1M – $5M	~Large sample	$685K	2.09x	0.38x
$5M – $10M	~Moderate sample	$2.7M	2.69x	0.39x
Over $10M	~Smaller sample	$17.6M	3.51x	0.61x

2025 roofing transactions show a wide range of outcomes

In 2025, 32 roofing business transactions were recorded in our dataset. The median deal was larger than the overall industry average — suggesting stronger recent activity at the higher end of the market.

32

2025 Transactions

Deals recorded in our 2025 dataset

$2.07M

Median Revenue

Higher than the all-time median of $1.19M

$336K

Median SDE

Solid earnings at the median 2025 deal

$700K

Median Sale Price

Up from the overall median of $540K

2.1x

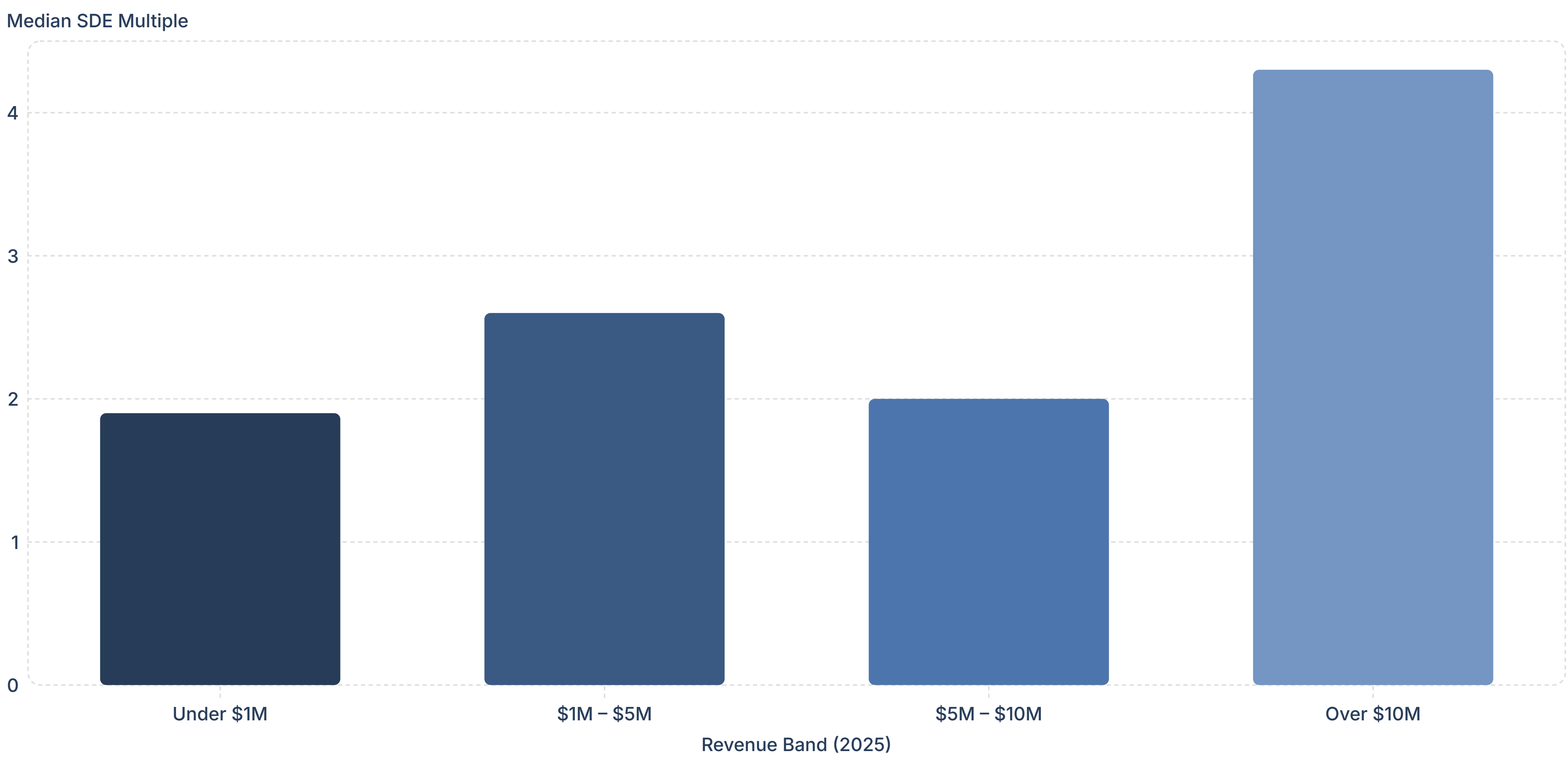
Median Price / SDE

Consistent with historical norms

0.40x

Median Price / Revenue

Slightly lower — larger deals, thinner margins



What this means for owners: The $1M–$5M revenue range dominated 2025 deal activity with 19 transactions. That's good news if you're in that range — there's real buyer demand. The single $10M+ deal came in at 4.3x SDE, but treat that as directional only given the sample size of one.

2025 transaction details

The table below shows all 32 roofing business transactions recorded in 2025. Before you scan it, here's what to look for:

- Deals range from $92K to $15M in price — outcomes vary dramatically based on size, margins, and buyer fit.
- Higher SDE multiples don't always come from larger businesses — margin quality and business cleanliness matter.
- Notice that some deals with similar revenue sold for very different prices. That gap is usually explained by profitability, owner dependence, and customer concentration.

Revenue	SDE	Sale Price	Date	Price / SDE	Price / Revenue
$18,719,000	$4,084,000	$15,000,000	Oct 2025	4.25x	0.80x
$9,397,000	$1,735,000	$6,500,000	Apr 2025	1.96x	0.69x
$6,871,000	$926,000	$2,700,000	Apr 2025	3.67x	0.39x
$6,158,000	$1,032,000	$4,000,000	Jul 2025	1.0x	0.65x
$4,500,000	$350,000	$500,000	Apr 2025	1.62x	0.11x
$3,955,000	$650,000	$650,000	Oct 2025	2.64x	0.16x
$3,905,000	$562,000	$1,500,000	Sep 2025	1.80x	0.38x
$3,733,000	$154,000	$250,000	Oct 2025	2.77x	0.07x
$3,696,000	$586,000	$1,400,000	Apr 2025	1.11x	0.38x
$2,999,000	$303,000	$800,000	Oct 2025	2.02x	0.27x
$2,567,000	$596,000	$550,000	Apr 2025	2.82x	0.21x
$2,481,000	$535,000	$2,500,000	Jul 2025	2.67x	1.01x
$2,471,000	$420,000	$754,000	Oct 2025	1.23x	0.31x
$2,297,000	$224,000	$950,000	Oct 2025	5.08x	0.41x
$2,202,000	$253,000	$700,000	Oct 2025	4.67x	0.32x
$2,124,000	$463,000	$780,000	Apr 2025	3.87x	0.37x
$2,013,000	$215,000	$450,000	Apr 2025	3.75x	0.22x
$1,745,000	$422,000	$800,000	Apr 2025	2.92x	0.46x
$1,636,000	$227,000	$700,000	Apr 2025	2.39x	0.43x
$1,615,000	$383,000	$750,000	Oct 2025	0.92x	0.46x
$1,335,000	$323,000	$550,000	Apr 2025	2.09x	0.41x
$1,335,000	$672,000	$1,375,000	Feb 2025	3.08x	1.03x
$1,006,000	$148,000	$165,000	Oct 2025	1.92x	0.16x
$990,000	$204,000	$520,000	Jan 2025	2.46x	0.53x
$858,000	$132,000	$254,000	Jan 2025	1.43x	0.30x
$838,000	$285,000	$575,000	Oct 2025	1.70x	0.69x
$825,000	$68,000	$192,000	Sep 2025	1.68x	0.23x
$812,000	$416,000	$800,000	Apr 2025	1.90x	0.99x
$619,000	$112,000	$275,000	Apr 2025	2.05x	0.44x
$568,000	$201,000	$274,000	Jan 2025	2.55x	0.48x
$408,000	$75,000	$92,500	Sep 2025	1.92x	0.23x
$316,000	$49,000	$250,000	Jul 2025	1.36x	0.79x

Different buyers show up at different company sizes

Not every buyer is interested in every roofing company. The type of buyer you'll attract depends heavily on your revenue size, profitability, and how transferable the business is. Here's a plain-English breakdown of who's in the market.

Individual Buyers

Owner-operators looking to buy a job and a business. Common at the under $1M level. They're motivated but often limited on capital. Deals can take longer and may require seller financing.

Strategic Buyers

Existing roofing or home services companies looking to expand into new markets or add capacity. They know the business and can often move faster. Common at $1M–$5M and above.

Private Equity Buyers

Institutional investors building roofing platforms through acquisitions. They want size, margin, and scalable operations. Most active at $3M+ in revenue, and very active above $5M.

Search Fund / Acquisition Entrepreneurs

Trained buyers — often MBAs or ex-corporate professionals — funded to buy and operate one business. Growing in presence at the $1M–$5M range. They move with more structure than individuals.

The bottom line: More buyer types = more competition for your business = better price and terms. Growing into the $3M–$5M+ range dramatically expands your buyer universe.

Who's likely buying roofing companies at each size

Below is a breakdown of active buyers by company size tier, drawn from our buyer database. All contact details are anonymized. Buyer types: **PE** = Private Equity, **Strat** = Strategic, **Ind** = Individual.

Under $1M Revenue

Mostly individual buyers, some smaller strategics. Deals often include seller financing.

- Andrew — Individual Buyer · **Ind**
- Erryl — Individual Buyer · **Ind**
- Ruby — Individual Buyer · **Ind**
- Michelle — Individual Buyer · **Ind**
- Harold — Individual Buyer · **Ind**
- Mike — Individual Buyer · **Ind**
- Martin — Individual Buyer · **Ind**
- Heather — Individual Buyer · **Ind**
- Arnold — Individual Buyer · **Ind**
- Buildacres · **Strat**
- Skycrest Roof Co. · **Strat**
- The Gerald Mathers Company · **Strat**

$1M – $3M Revenue

Broader mix — individuals, search funds, small PE, and strategic buyers all active here.

- Venkat — Individual Buyer · **Ind**
- Manasse — Individual Buyer · **Ind**
- Curtis — Individual Buyer · **Ind**
- Mike — Individual Buyer · **Ind**
- Herbert — Individual Buyer · **Ind**
- Resibrands · **Strat**
- Vertex Service Partners · **Strat**
- Flynn Group of Companies · **Strat**
- Chenmark · **PE**
- JSTAR Holdings · **PE**
- Forge Equity Partners · **PE**
- Fletch Equity · **PE**
- CaBo Capital · **PE**
- Essling Capital · **PE**
- North Branch Capital · **PE**

$3M – $10M Revenue

Dominated by PE and platform strategics. These buyers are organized, fast, and well-capitalized.

- Watchtower Capital Partners · **PE**
- Strength Capital Partners · **PE**
- Sole Source Capital LLC · **PE**
- Prospect Partners · **PE**
- Heartwood Partners · **PE**
- Hidden Harbor Capital Partners · **PE**
- Everglades Equity · **PE**
- Eagle Merchant Partners · **PE**
- Bunker Hill Capital · **PE**
- Weatherstone Capital Partners · **PE**
- Ronin Equity Partners · **PE**
- WayPoint Capital Partners · **PE**
- Soundcore Capital · **PE**
- Gauge Capital · **PE**
- New State Capital Partners · **PE**
- Centerfield Capital Partners · **PE**

Over $10M Revenue

Institutional PE and large platform strategics. These deals are complex, competitive, and typically yield the strongest multiples.

- Cortec Group · **PE**
- Centre Partners Management · **PE**
- Peninsula Capital Partners · **PE**
- TruArc Partners · **PE**
- Heartwood Partners · **PE**
- Prospect Partners · **PE**
- Gauge Capital · **PE**
- Flynn Group of Companies · **Strat**
- Vertex Service Partners · **Strat**
- Resibrands · **Strat**

What actually drives value in a roofing business

Revenue is the starting point — but it's rarely what closes the gap between a good deal and a great one. Here are the seven factors that consistently move the needle when a roofing business goes to market.

1 Profit matters more than top-line revenue

Buyers are buying your earnings stream. A $2M company with 25% margins will often outvalue a $4M company running at 8%. Know your SDE and clean it up before you go to market.

2 Clean books create stronger buyer confidence

Messy financials slow deals down and give buyers reasons to discount their offer. Three years of organized, reconciled P&Ls make a real difference in how buyers perceive risk.

3 Less owner dependence improves sellability

If the business stops when you stop, buyers see that as risk. A team that can operate without you — especially a trusted foreman or operations manager — adds significant value.

4 Recurring work and strong referral pipelines help

Repeat commercial customers, maintenance contracts, and a referral engine are more valuable than one-time storm-chasing revenue. Predictable revenue is easier to finance and easier to sell.

5 Stable crews and field managers reduce transition risk

Buyer concern #1 is often: "Will the team stay?" Tenured crew members and a reliable field supervisor give buyers confidence the business transfers cleanly.

6 Customer concentration can quietly hurt your valuation

If 40%+ of revenue comes from one customer or one insurance partner, buyers will discount for that risk. Diversifying your customer base before a sale protects your number.

7 Revenue mix and service diversity can help — or hurt

A company doing residential, commercial, and service/repair work has more to offer a buyer than one that only chases storms. Think about what story your revenue mix tells.

LEGACY ENTREPRENEURS

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Wonder what your roofing business may be worth?

If you own a roofing company and you're thinking about selling — now or eventually — the best move is to get a realistic read on your numbers before you need to. That means understanding your likely buyer pool, your current valuation range, and what you could do over the next 12–24 months to improve your exit options.

What you'll learn

- Your estimated valuation range based on current market data
- Which buyer types are most likely to pursue your business
- What would move your number up before you go to market

What it costs

Nothing. An initial conversation is confidential and carries no obligation. You don't need to be ready to sell — just curious about your options.

Who it's for

Roofing business owners planning an exit in 1–5 years, owners thinking about it now, or operators who simply want to know where they stand.

> **"Owners who prepare early usually have better options — better buyers, better terms, and better prices."**

Request a confidential opinion of value. Get a practical view of what your roofing business may be worth and who may want to buy it. This report is a starting point — a real conversation makes it personal to your situation.

Disclaimer

The information in this report was aggregated, cleaned, organized, edited, and summarized from third-party and compiled sources and is not presented as my own proprietary underlying data. I have not independently verified every transaction, buyer detail, or data point included. As a result, this report may contain errors, omissions, approximations, or editorial judgments in how information was categorized or presented. It is intended solely as a general educational and informational resource and should not be relied upon as legal, tax, valuation, investment, or transaction advice, or as a prediction of the value or sale outcome of any specific roofing business.